

	Two Most Recent Recent Years -- Actual		Current Year Projected	Projected Years (ending with first full year at full utilization)			
CY or FY (circle)	2014	2015	2016	2017	2018	2019	2020
1. Revenue							
a. A. Inpatient services	2,904,957	2,947,459	3,159,784	3,566,608	3,848,690	4,067,413	4,324,351
b. Hospice at home services	19,116,426	20,654,590	22,830,425	25,503,206	28,106,435	30,099,401	32,441,517
c. Home care services							
d. Gross Patient Service Revenue	22,021,382	23,602,050	25,990,208	29,069,814	31,955,125	34,166,814	36,765,868
e. Allowance for Bad Debt	-306,853	-452,465	-320,354	-423,025	-479,327	-512,502	-551,487
f. contractual Allowance	-421,717	-447,377	-534,888	-634,651	-694,313	-740,364	-794,330
g. Charity Care	-407,481	-467,316	-711,133	-988,275	-1,102,508	-1,219,973	-1,361,113
h. Net Patient Services Revenue	20,885,331	22,234,892	24,423,833	27,023,863	29,678,977	31,693,975	34,058,938
i. Other Operating Revenues (Specify)	13,119	13,307	9,470	50,600	72,392	94,924	118,540
j. Net Operating Revenue	20,898,450	22,248,199	24,433,303	27,074,463	29,751,369	31,788,899	34,177,478
2. Expenses							
a. Salaried, Wages, and Professional Fees, (including fringe benefits)	16,951,065	17,434,086	19,437,009	22,869,247	24,501,151	25,825,390	27,319,551
b. Contractual Services	2,116,675	2,188,018	2,340,168	2,927,059	3,446,508	3,840,273	4,307,045
c. Interest on Current Debt							
d. Interest on Project Debt							
e. Current Depreciation	344,425	298,115	229,124	227,256	228,392	229,534	230,682
f. Project Depreciation				25,000	25,000	35,000	40,000
g. Current Amortization							
h. Project Amortization							
i. Supplies	563,611	481,403	554,444	638,290	701,858	752,536	810,347
j. Other Expenses (Specify)	2,640,451	2,339,941	2,449,563	3,072,606	3,280,142	3,485,333	3,776,649
k. Total Operating Expenses	22,616,228	22,741,563	25,010,307	29,759,458	32,183,051	34,168,066	36,484,275
3. Income							
a. Income from Operation	-1,717,778	-493,364	-577,003	-2,684,995	-2,431,681	-2,379,166	-2,306,797
b. Non-Operating Income	2,601,422	1,893,693	1,878,103	1,983,126	2,171,811	2,301,912	2,452,824
c. Subtotal	883,644	1,400,329	1,301,099	-701,869	-259,870	-77,254	146,027
d. Income Taxes	0	0	0	0	0	0	0
e. Net Income (Loss)	883,644	1,400,329	1,301,099	-701,869	-259,870	-77,254	146,027
				0	0	0	0

Table 3 Cont.	Two Most Recent Recent Years -- Actual		Current Year Projected	Projected Years (ending with first full year at full utilization)			
CY or FY (circle)	2014	2015	2016	2017	2018	2019	2020
4. Patient Mix							
A. As Percent of Total Revenue							
1. Medicare	84.3%	86.3%	84.4%	85.2%	84.6%	84.3%	83.9%
2. Medicaid	1.0%	1.3%	1.4%	1.7%	1.9%	2.0%	2.1%
3. Blue Cross	4.5%	5.0%	6.1%	5.1%	5.1%	5.0%	5.0%
4. Other Commercial Insurance	8.0%	5.4%	5.5%	4.5%	4.7%	4.8%	4.9%
5. Self-Pay	0.2%	0.1%	0.2%	0.2%	0.3%	0.3%	0.3%
6. Other (Specify)	1.9%	2.0%	2.4%	3.2%	3.5%	3.6%	3.7%
7. Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
B. As Percent of Patient Days/Visits/Procedures(as applicable)							
1. Medicare	85.3%	87.5%	86.0%	85.1%	84.6%	84.2%	83.9%
2. Medicaid	1.2%	1.2%	1.5%	1.7%	1.9%	2.0%	2.1%
3. Blue Cross	7.5%	4.8%	5.3%	5.2%	5.2%	5.1%	5.1%
4. Other Commercial Insurance	4.0%	4.8%	4.2%	4.7%	4.9%	5.1%	5.2%
5. Self-Pay	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
6. Other (Specify)	2.0%	1.8%	3.0%	3.3%	3.5%	3.6%	3.7%
7. Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Sec. 1, line i includes Revenue from community Bereavement service and conference, advance care planning (starting 2017)

Sec. 2 line j includes program expenses of Volunteer and Bereavement services, Community Education expenses, Facility Cost of Casey House

Sec. 3 line b includes Philanthropy and Investment income, net of fund raising expenses

Sec. 4 line A6 includes indigent care

Sec. 4 line B6 includes indigent care